

Message Text

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PAGE 01 ABIDJA 01778 011158Z

42

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 COME-00 STR-01 XMB-02 OPIC-03

TRSE-00 AID-05 IGA-01 USIE-00 INRE-00 SSO-00 NSCE-00

CIAE-00 DODE-00 PM-03 H-01 INR-07 L-02 NSAE-00 NSC-05

PA-01 PRS-01 SP-02 SS-15 /063 W

----- 111795

O R 010938Z MAR 75

FM AMEMBASSY ABIDJAN

TO AMEMBASSY LAGOS IMMEDIATE

INFO SECSTATE WASHDC 2294

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E.O. 11652: NA

TAGS: BTRA

SUBJECT: REQUEST FOR ASSISTANCE BY GENERAL ELECTRIC

1. GENERAL ELECTRIC REGIONAL REPRESENTATIVE ROLF EDHOLM,
WHO IS WELL AND FAVORABLY KNOWN TO THIS EMBASSY, HAS
ASKED THE EMBASSY'S ASSISTANCE IN OBTAINING A MEETING
WITH NIGERIAN PRESIDENT GENERAL GOWON IN A PROJECT HE
SAYS INVOLVES 50 MILLION DOLLARS.

2. THE PROBLEM, AS WE UNDERSTAND IT, IS AS FOLLOWS:

"DESPITE G.E. LOW EVALUATED BID, CANADIAN CONSULTANT
ISSUED A REPORT FAVORING BBC OF SWITZERLAND. BOARD
MEETING RESULTED IN A STRONG INTERNAL SPLIT WITH
CONDITIONAL APPROVAL OF BBC. FINAL DECISION HOWEVER
HAS BEEN DELAYED BY ACTION OF THE BOARD MEMBERS WHO
FAVOR G.E. (FYI G.E. HAS A POWER PLANT IN NIGERIA
WHICH HAS HAD PROBLEMS IN COMPLETION. G.E. FEELS THIS
HAS BEEN USED AS AN ARGUMENT AGAINST G.E. END FYI).
G.E. WANTS THEIR TOP LEVEL MANAGEMENT TO BE ABLE TO
ASSURE TOP LEVEL NIGERIAN REPRESENTATIVE THAT A DELAY
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PAGE 02 ABIDJA 01778 011158Z

SITUATION WILL NOT OCCUR AND THAT G.E. IS DEFINITELY

COMMITTED TO A LONG TERM ASSOCIATION IN THE DEVELOPMENT
AND INDUSTRIALIZATION OF NIGERIA."

3. GENERAL ELECTRIC REPRESENTATIVES FEEL THAT A MEETING
WITH GOWON IS THE ONLY EFFECTIVE WAY TO RESOLVE THEIR
PROBLEM. EDHOLM SAYS STEELE AND KITTREDGE DISCUSSED THE
PROBLEM WITH AMBASSADOR AND E/C OFFICER EARLIER THIS
MONTH. THEY ARE REQUESTING ASSISTANCE IN OBTAINING AN
APPOINTMENT WITH GOWON FOR THURSDAY, MARCH 6, FOR MESSRS.
STEELE, KITTREDGE AND OMISADE. WHILE WE ARE INCLINED
TO ACCEPT GENERAL ELECTRIC'S EXPLANATION, WE MUST LEAVE
TO YOUR DETERMINATION WHETHER OR NOT TO SEEK THE
REQUESTED APOINTMENT.

4. PLEASE ADVISE YOUR REACTION.

5. G.E. REPRESENTATIVES PLAN TO PROCEED TO LAGOS ON
MONDAY, MARCH 3.
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Margaret P. Grafeld
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05 JUL 2006

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